

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Oriskany Manufacturing

New York Manufacturing Extension Partnership

Oriskany Manufacturing Technologies Racks Up Growth Strategies Using Lean Technology

Client Profile:

Oriskany Manufacturing Technologies (Oriskany), founded in 1996 in Utica, New York, is a producer of bent metal accessories for the mass transit industry. The company's 25 employees build hand rails, racks, and other items used on buses around the country.

Situation:

As a young company in the early stages of growth, Oriskany expanded as opportunities presented themselves. While Oriskany's growth has been steady, its planning has been ad hoc. The company decided to develop a formal growth strategy and asked the Mohawk Valley Applied Technology Corporation (MVATC), a NIST MEP network affiliate and division of the New York Manufacturing Extension Partnership, for assistance.

Solution:

MVATC took a holistic approach to meeting Oriskany's goals, including both planning and process improvements in the project plan. First, MVATC developed a business plan to organize Oriskany's projected growth. Next, MVATC led the company through a value stream mapping exercise to document its current processes, identify waste, and develop an improvement plan. Oriskany's employees mapped the shop floor processes and found several opportunities to reduce costs and lead times and improve quality. MVATC led them through a line balancing kaizen event and introduced manufacturing cells to the shop floor. As a result of the project, Oriskany is growing according to plan while saving costs.

Results:

- * Increased sales by 50 percent.
- * Created 15 new jobs to accommodate growth.
- * Reduced cost value of work-in-process by 10 percent.
- * Improved on-time delivery rates by 30 percent.

Testimonial:

"The Mohawk Valley Applied Technology Corporation has become our partner in success. As a result of its work, we are now prepared to double our business in the next three years and expand into new markets."

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Michael J. Fitzgerald, President